

Workplan Logistics
Program Contact: Lori O'Connor, #3019

I. Selling/Execution Detail

Month: September

Promotion: SALEM Tear Tape (.30¢ off 1 Pack)

Promotion #: 800438 Drive period 809 for promotional product orders Pre-Sleeved: No

Item #: Display shipper 541964

Segment: Partner Pack Outlets as "identified" on grid for SALEM

SKU Quantity: 40

Placement/MSA Reporting: S A L 9 8 3 0 / 1 P K

Reporting Dates: 9/14/98 - 10/30/98

Promotion Details: 1) **Promotion Description:** SALEM 30¢ off 1 pack tear tape. Product is in white promotional cartons.
2) **Materials Description:** SALEM 40-Pack Display/Shipper (1 SKU) includes Paster #541970 available in eaches. Pack Replica POS #541973
3) **Recommended Displays:** #541964
4) **Special Instructions:** PLEASE ENSURE ADEQUATE POS - PACK REPLICA AND PASTERS ARE AVAILABLE TO THE FIELD. USAGE HAS BEEN MINIMAL TO DATE.

Pricing Details:

- Invoice Description: SAL 98 .30/1 PK
- Pricing: Reduced list price
- Terms: Standard 3.25% .5% EFT
- Additional Allowance: NA

Promotional Packaging UPC: N/A

Product UPC:	Packs	*Carton	Cases
FF 85	0 12300-12039	9 724461000	24194
LT 85	0 12300-12439	9 724458000	24196
FF 100	0 12300-12239	9 724462000	24195
LT 100	0 12300-12539	9 724460000	24197

VAP Payment Per 6M Case: 1) Pack Only: \$4.75 per promoted 6M case (\$0.64 per SKU of 40)
2) Pack and Ship: \$7.00 per promoted 6M case (\$0.94 per SKU of 40)

II. Promotion Timing

Allocations Available: 8/3/98

Model Available: Stub model will be used to obtain quantities

Allocation Adjustments to Model: Prior to 7/31/98 close of business

Templates Available: 8/3/98

Allocations to Direct Account Level by Winston-Salem: 8/3/98

First Order Date: 8/10/98

First Delivery Date to Direct Accounts: 8/31/98

VAP/Delivery Date to Retail Accounts: 9/14/98

Last Delivery Date to Direct Accounts: 9/25/98

Roll Remaining Allocations to Next Drive Period: N/A

- * *Promotional carton UPC will not be printed on the carton. Provided for communication purposes only to direct accounts as needed.*